

## Client Spotlight



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Pilgrim Screw Corporation is a third-generation, family owned business based in Providence, RI. Founded in 1932, Pilgrim Screw is recognized as one of the world's leading producers of screws, bolts, and specialty fasteners for the aerospace and defense industries. While they have grown to include a second production facility in Chandler, AZ as well as distributors throughout the United States, they will be the first to tell you that they have had some lean

Pilgrim Screw has been a RIPTAC client since 2003 when seeking to expand their government contracts volume with DoD. About four or five years ago, they strategically decided to pursue the SBA, Historically Underutilized Business Zones program (Hubzone).

Their knowledge of the market place, and a focus on customers' needs motivated Pilgrim Screw to pursue the benefits of the SBA program. This program restricts competition for contracts by setting them aside for businesses such as theirs in Hub Zone areas throughout the nation.

Just this October 2016, they became SBA HUB Zone certified and have already started to bid on available HUB Zone set-aside contracts identified through the free RI PTAC Bidmatch service. Their expectation is that they will achieve measurable results in production given the amount of new opportunities that are being identified daily.

Geoffrey Grove, President and CEO, attributes Pilgrim Screw's success to their emphasis on innovation, investment in equipment and employees, involvement in industry and community with partners such as RI Commerce Corporation, RIPTAC, and Polaris MEP. Visit their website at <http://www.pilgrimscrew.org/>

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## RI PTAC Semi-Annual Survey

Thank you to all who have completed our client survey. As you may know we are required by DoD's Defense Logistics Agency to provide results of the survey questions you have answered. Your responses are valuable to us as they allow us to adjust our program to fit your needs as a client. We appreciate your support!

## Buyer Beware! DUNS & SAM registration are free!

If your business needs a government registration (i.e., SAM, Small Business Dynamic Search, WOSB) you do not need to pay for the registration. Your local PTAC counselor can help your business register free of charge. And, as a client of the Rhode Island PTAC our free services include government registrations, training workshops, one-on-one counseling, and our bid match service.

## SBA Subcontracting Changes

Effective November 1, a number of FAR regulatory amendments will affect small-business subcontracting. These changes include a requirement of prime contractors to make a good-faith effort to utilize their proposed small-business subcontractors during a contract's performance to the same degree they were relied upon during bid proposal and submission. If they are unable to do so they must explain in writing to the contract officer the reasons why within 30 days of contract completion. Another change requires contractors to assign NAICS codes and corresponding size standards to all subcontracts. To read more about these changes and several others please visit our website: <http://riptac.org>

## New! VA Business Intelligence Tool

Verified Veteran-Owned Small Businesses and Service Disabled Veteran-Owned Small Businesses can now register in the VA Business Intelligence Tool to promote your business as well as engage in online matchmaking. To register, please visit: <https://vabit.mybusinessmatches.com/>.

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## Save the Date!

RI PTAC will host a New England Regional Matchmaker for small businesses, prime contractors and state & federal agencies on March 23, 2017 at The Crowne Plaza, Warwick, RI, more information to come!

## PTAC Workshops:

**National Guard Vendor Outreach Event**—December 8th, Warwick Public Library. Register early, seating is extremely limited! <http://riptac.ecenterdirect.com/events/4525>

## Upcoming Partner Workshops/ Industry Days

**SBANE NAVSEA & NAVAIR SBIR Workshop**— December 6 at The Conference Center at Waltham Woods. The navy wants to hear your innovative ideas! For more registration information please visit: [http://www.sbane.org/single-event/?ee\\_uniqid=y17c-navsea-and-navair-workshop-2920-57ffc10bd1117](http://www.sbane.org/single-event/?ee_uniqid=y17c-navsea-and-navair-workshop-2920-57ffc10bd1117)